

**ADA of South Dakota**  
**Board Meeting**  
**Sheraton Sioux Falls Hotel & Convention Center**  
**November 07, 2023**

**Minutes**

**Members Present:** Riley Boadwine, Dorothy Elliott, Kim Maher (virtual), Doug Ode

**Members Absent:** Evan Grong

**Ex-officio Members Absent:** Sanjeev Anand, Secretary Hunter Roberts

**Others Present:** Midwest Dairy Staff: Brenda Goldman (virtual), Wendy Meck (virtual), Molly Pelzer, Tom Peterson; SDSU Representative: Howard Bonnemann; South Dakota Trade: Luke Lindberg; South Dakota Division Board: Jogchum Andringa, Allen Merrill, Jim Neugebauer, Marv Post, Tom Walsh

**1. Call to Order**

The meeting was called to order at 10:10 a.m. by Doug Ode.

**2. Roll Call**

Chair appointed Dorothy Elliott as acting secretary. Roll call was taken and she announced the presence of a quorum.

**3. Agenda**

**Dorothy Elliott moved, Kim Maher seconded to approve the agenda. Motion Carried.**

**4. Minutes**

**Kim Maher moved, Riley Boadwine seconded to approve the minutes of June 28, 2023. Motion Carried.**

**Riley Boadwine moved, Dorothy Elliott seconded to approve the minutes of October 31, 2023. Motion Carried.**

**5. Reports**

**Administrative Report**

**Financial Statement**

Wendy Meck reviewed the ADA of South Dakota financial statement.

**Riley Boadwine moved, Dorothy Elliott seconded to approve the ADA of South Dakota financial statement as presented. Motion Carried.**

**Audit Report**

Wendy Meck reviewed the ADA of South Dakota audit.

**Kim Maher moved, Riley Boadwine seconded to approve the ADA of South Dakota audit as presented. Motion Carried.**

**2024 ADA of SD Budget**

Wendy Meck reviewed the 2024 ADA of South Dakota budget.

**Dorothy Elliott moved, Riley Boadwine seconded to approve the 2024 ADA of SD budget (Attachment A). Motion Carried.**

**Kim Maher moved, Riley Boadwine seconded to approve 2023 payments of \$68,000 to SDSU Foundation for research and \$68,000 to Midwest Dairy Association, from excess reserve funds in accordance with the 2/15/07 board resolution. Motion Carried.**

#### **2024 Dairy Promotion & Research Agreement**

Brenda Goldman reviewed the 2024 ADA of SD Dairy Promotion & Research Agreement.

**Riley Boadwine moved, Dorothy Elliott seconded to approve the 2024 Dairy Research & Promotion Agreement. Motion Carried.**

#### **SDSU Updates**

Tom Peterson provided updates on SDSU activities.

#### **SD Trade Organization Update/2024 Proposal**

The board discussed the South Dakota State Trade update and a proposal for funding for 2024.

**Riley Boadwine moved, Dorothy Elliott seconded to allocate up to \$13,000 to SD Trade to fund checkoff-eligible projects. Motion carried.**

#### **7. Adjourn**

**Dorothy Elliott moved, Riley Boadwine seconded to adjourn the meeting at 11:32 a.m. Motion Carried.**

Doug Ode  
Chair

Dorothy Elliott  
Acting Secretary

**Attachment A:**

**American Dairy Association of South Dakota  
2024 Budget**

	<u>2023 Budget</u>	<u>2023 Forecast</u>	<u>2024 Budget</u>	<u>% Change '23 Act. To '24 Bud.</u>
<b><u>Revenue</u></b>				
1 Checkoff Receipts	\$ 4,454,000	\$ 4,438,000	\$ 4,747,000	7.0%
2 Interest	13,000	11,100	12,100	9.0%
3 Miscellaneous Revenue	25	25	25	0.0%
4 Total Revenue	<u>4,467,025</u>	<u>4,449,125</u>	<u>4,759,125</u>	<u>7.0%</u>
<b><u>Expenses</u></b>				
5 Contract - Midwest Dairy	4,404,000	4,404,000	4,684,000	6.4%
6 Excess Reseves-Midwest Dairy	-	68,000 <sup>1</sup>	-	-100.0%
7 SDSU Foundation	50,000	-	50,000	100.0%
8 SD Trade Association		13,000	13,000	
9 Excess Reseves-SDSU		68,000 <sup>2</sup>	-	-100.0%
10 State Department Charges	3,000	4,100	4,100	0.0%
11 Audit Fees	10,000	10,000	-	-100.0%
12 Board Meetings	25	-	25	100.0%
13 Total Expenses	<u>4,467,025</u>	<u>4,567,100</u>	<u>4,751,125</u>	<u>4.0%</u>
14 Excess of Revenue over Expenses	0	(117,975)	8,000	
Estimated Fund Balance:				
15 Beginning of Period	<u>789,505</u>	<u>789,505</u>	<u>671,530</u>	
16 End of Period	<u>\$ 789,505</u>	<u>\$ 671,530</u> <sup>3</sup>	<u>\$ 679,530</u>	